

Tab 93



The Chémins Company, Inc.

1825-35 East Cheyenne Road, P.O. Box 2498, Colorado Springs, Colorado 80906-2498 (719) 579-9650

November 3, 1999

Dirk Aschmoneit
Metabolife International, Inc.

Dear Dirk,

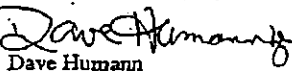
I have confirmed that USP caffeine is currently being used in our Guarana (seed) 20% caffeine product. Regarding your request for natural caffeine to be added to Guarana to achieve 20% caffeine levels, it can be done but there are a few issues to consider:

1. The source of natural caffeine comes from coffee beans in South America. Coca Cola is the largest buyer of natural caffeine which can create supply issues. Our current suppliers feel there is enough supply of natural caffeine to accommodate our needs at this time.
2. The cost of natural caffeine is approximately \$6.00 per kilo higher than USP caffeine. This increase would adjust your bottle cost to \$3.71 from \$3.56.
3. Lead time to make this change for finished product is approximately 6 weeks - 4 weeks to receive the new Guarana 20% and 2 weeks to produce finished product containing the new ingredient.

Please let me know your thoughts.

Sincerely,

The Chémins Company, Inc.


Dave Humann
Vice President

efax# 815-377-9331

Chelated Minerals • Natural Vitamins • Herbs • Protein Powders • Aloe Vera Creams/Lotions

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PRODUCED TO THE HOUSE COMMITTEE
ON ENERGY & COMMERCE IN RESPONSE
TO THE LETTER DATED JULY 2, 2003

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